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Marketing Activities

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By F. H. Whitaker. Mr. Whitaker, senior agricultural statistician with the Agricultural Marketing Service, is in charge of the Cotton Section of the Division of Agricultural Statistics. Formerly a county agricultural agent in Mississippi County, Arkansas -- largest cotton producing county in the United States -- he has been engaged for the past 14 years in cotton crop estimating work.....

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CONCENTRATION MARKETS IN SOUTHEASTERN STATES

. By C. P. Austin

The production of fruits and vegetables in 6 Southeastern States on a tonnage basis has increased more than 30 percent in the last 7 years. Along with an expansion in production there have been definite shifts in the methods of transportation from the growing areas to the consuming centers. Rail and boat shipments declined 17 percent. In contrast, motortruck receipts of fruits and vegetables in New York and Philadelphia from this area amounted to almost 22,000 carloads in 1939, or nearly nine times the figure for 1931.

Recognition of the need for adapting the marketing system of the region to the increased production and the expanding use of motortrucks is seen in the establishment of organized markets in regions where none existed and in attempts to make necessary adjustments of markets now operating to meet changed conditions. The need for these "concentration markets" is recognized rather generally and many have been established by State governments, municipalities, private corporations, cooperative associations, groups of business men, groups of buyers, civic clubs, and individuals. At these markets, fruits and vegetables produced within a radius of 35 to 50 miles are brought together for sale and shipment. This concentration makes it easy for buyers to assemble truckloads or carlots for shipment by rail. Some of the larger markets serve not only the immediate producing area but also as points of further concentration for products from the smaller areas.

All Markets Have Not Succeeded

For one reason or another many of these concentration markets have been unsuccessful. Frequently they have been established without proper planning, or they have been located without analyzing the real need or determining the type of market that would be of greatest service to the region. In some areas so many have been established that they have failed to serve the purpose of assembling and, therefore, were unable to attract buyers. A smaller number of such markets, well planned and located, could have been successful. Also, some of them were not well equipped or well managed. Others failed to provide adequate services such as market news, inspection, and grading. Finally, some have failed because of improper regulations which restricted supplies, discriminated against buyers, or in some other way obstructed their use.

On the other hand, many of the markets have been very successful. Others have enjoyed varying degrees of success in spite of one or more of the above limitations, although there are not many on which improvements could not be made.

In order that a satisfactory marketing system may be established with as few mistakes as possible, the Bureau of Agricultural Economics

and the agricultural colleges of North Carolina, South Carolina, Georgia, and Alabama, are now conducting a study on a regional basis to determine how many concentration markets are needed; where they should be located; and how they should be laid out, equipped, and operated.

The producing region is being carefully studied and the distribution system analyzed, step by step, in an effort to set up principles which may be followed in the working out of a system.

Field Work Progress Reported

Most of the field work for this study, which consisted of visiting the producing regions and markets and interviewing county agents, market managers, growers, dealers, and others, has been completed other than in the fruit sections. Data on the producing regions and movement are now being tabulated. This material, together with information on the marketing system, is being analyzed preparatory to a round-table discussion by the cooperating agencies, after which the report will be written and released to the public.

This represents one of few attempts to work out plans for a marketing system for a region and is an effort to guide the development of the system rather than wait until it has been established and then try to change it. Studies of this type should be of value to other parts of the country and for other commodities and should parallel land use planning activities.

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THE CONSUMER AND FARM PRODUCTS STANDARDIZATION

Because many consumers have decided preferences with regard to food, more and more homemakers are asking the Agricultural Marketing Service how to use the Federal Standards of quality for food products. Quantity buyers for public dining rooms and institutions also are becoming more interested in using these standards as a guide to buying.

In a new publication now available under the title "The Consumer and the Standardization of Farm Products," many phases of standards for grade in their application to the needs of consumers and quantity buyers are discussed. Discussions of grading and buying -- according to Federal grades -- of meats, poultry, eggs, butter, fruits and vegetables, honey, and other foods for which U. S. standards have been established are covered in the 24-page publication. Copies are available upon request to the Agricultural Marketing Service, U. S. Department of Agriculture, Washington, D. C.

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EGG BREAKING INDUSTRY MAKES RAPID EXPANSION

. By R. F. Moore

A phenomenal growth has been noted in the use of liquid eggs for commercial purposes during the past 25 years. With the change during the past two decades from home cooked foods to prepared foods, commercial manufacturers of bakery goods, salad dressings, candies and other confectioneries, all have become large users of liquid and frozen eggs, and, in recent years, also of dried eggs.

Liquid, frozen, and dried eggs are much more convenient to use than eggs held in shell form. They can be purchased in any form desired, such as whole eggs, plain albumen, salted or sugared yolks, and in any quantity for the particular purpose needed. The industry has also contributed much to the growth by improving refrigeration and sanitary measures which have assured users fine quality products throughout the year.

Stocks Increase Thirty Fold

A rather clear picture of the industry's phenomenal growth can be visualized by taking the peak storage holdings of frozen eggs as an index of production for each year since 1916 when the collection of data on storage stocks was first inaugurated. Storage holdings on August 1, 1916, totaled 5,882,000 pounds. On August 1, 1939, storage holdings had reached 143,021,000 pounds. August 1, 1937, stocks, of 166,876,000 pounds, were the largest of record. At the present time approximately 30 times as many frozen eggs are being consumed annually as were consumed 24 years ago.

Estimates made during the past few years of total production of liquid eggs for commercial purposes show average production well over 200,000,000 pounds annually. Production during 1939 has just been estimated by the Agricultural Marketing Service at 220,233,000 pounds, an output second only to the 237,593,000 pounds produced in 1937 (as estimated by the Agricultural Adjustment Administration). The preliminary estimate for the first 6 months of 1940 is 190,942,000 pounds, an increase of 11 percent over the production of the corresponding 6 months of 1939. With close to average breakings for the remainder of the year, total production will probably be the largest for any year in the history of the industry.

80 Percent of Output Frozen

Of the 1939 production, 177,144,000 pounds or 80 percent were frozen, 31,000,000 pounds or 14 percent were dried, and 12,089,000 pounds, or 6 percent were used currently without freezing or drying. An analysis of the production by classes showed that approximately 42 percent consisted of whole eggs, mixed eggs, and mixed emulsions, 31 percent of egg whites, and 27 percent of the various forms of yolk.

PLAN SPEEDIER BURLEY REPORTS --
INSPECTION FOR SHELBYVILLE, KY.

Tobacco market news reports covering sales of the previous day will be delivered each morning to growers patronizing the "inspected" Burley tobacco markets. This news service, approximately 24 hours speedier than has been provided for the Burley areas in the past, is made possible under a recently arranged cooperative agreement between the Agricultural Marketing Service and the Kentucky Department of Agriculture.

Under the new agreement, price information by grades will be compiled on the markets and wired or telephoned each afternoon to the Louisville market news office. There it will be consolidated and the combined grade averages transmitted to strategic points in the Burley area where reports will be mimeographed and distributed to the various markets.

The recent designation of Shelbyville, Kentucky, for Federal tobacco inspection brings the designated markets in the Burley area to a total of 16. These markets, which will receive the free and mandatory inspection and the market news service during the 1940-41 season include 10 markets in Kentucky, 3 in Tennessee, and 1 each in Virginia, West Virginia, and Ohio. These 16 designated markets will represent about 40 percent of the total pounds of Burley sold in the 1940-41 season.

The Shelbyville market was designated following a referendum held under Section 5 of the Tobacco Inspection Act from June 26 through June 29. In this referendum 84 percent of those voting favored having the Shelbyville market designated for Federal tobacco inspection. This market has 5 sales floors and 2 sets of buyers, and in volume is the third largest Burley tobacco market. It draws tobacco mainly from Kentucky, although tobacco is received on its floors from Indiana, Ohio, Missouri, and Kansas.

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COTTON INSULATION PROGRAM EXTENDED

The Surplus Marketing Administration of the Department of Agriculture has announced extension through June 30, 1941, of the cotton insulation program for the manufacture of insulation material from United States cotton, linters and spinnable waste. The extension of time will give manufacturers additional time in which to make and sell the 6,700,000 pounds of insulation called for in the original program. Payments of 6 cents per pound of insulation, including fire-resistant impregnation, but excluding backing material and metal fasteners, will be made to manufacturers whose applications are approved and who have agreed to make, sell, and deliver the product.

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THE CROP REPORTING BOARD
ESTIMATES COTTON PRODUCTION

. By F. H. Whitaker

Looking into the future has been developed into a fine art by the cotton statisticians of the U. S. Department of Agriculture's Crop Reporting Board. But crystal balls and tea leaves--the traditional equipment of the fortune-teller--play no part in the official forecasts of cotton production. Complicated graphic correlations, based on scientific sampling methods, make it possible for the expert to "size up" the cotton crop with a high degree of accuracy.

During the past 10 ginning seasons the monthly estimates of the cotton crop have "missed" the actual final ginnings by an average of only 4 percent. But for the first 9 years cotton production estimates were prepared--from 1915 to 1923--the average variation from the monthly estimates and the final ginnings was a little over 6 percent. The improvement during recent years has been achieved in spite of the boll weevil, whose presence has made early season forecasts hazardous. The greater precision results from the adoption of improved methods of collecting and analyzing the data from which the estimates are prepared.

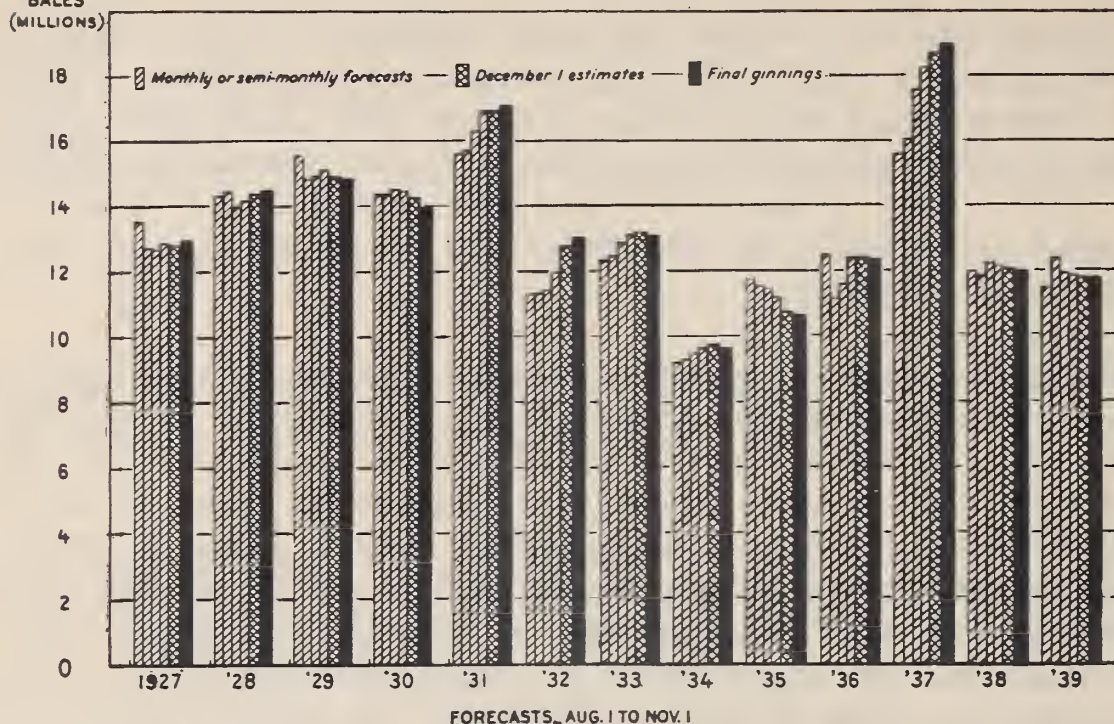
The invention of the crop meter has led to a distinct improvement in the accuracy of the reports. This ingenious machine is attached to the dashboard of an automobile and is operated by a special speedometer cable. The statistician, driving along selected routes, measures the linear feet of those fields that front along the highway. Identical routes are covered each year so that a direct comparison can be made with previous-year frontage of corn, cotton, and other crops. Though the crop meter does not measure the total acreage in the fields, it furnishes a valuable indication of the percentage change in acreage from one year to the next.

Estimates Not Mere Enumerations

Accurate acreage estimates are essential because production is the product of acreage multiplied by the yield per acre. The statisticians--always fond of formulas--express it as $P=AY$. In addition to the information obtained by the crop meter, thousands of farmers in the Cotton Belt cooperate with the Crop Reporting Board by furnishing reports on their plantings--all to the end that "A" may be determined more precisely.

After the acreage in cultivation has been estimated, the statistician is faced with the problem of forecasting the yield per acre--the other factor of production. One of his best guides in making this determination is the condition of the growing crop as reported voluntarily by thousands of cotton growers. The average of these condition figures--expressed as "percent of normal"--has a fairly close relationship to the final yield. By plotting the condition figures against final yields on a chart, the coordinate points tend to lie along a fairly well-defined line. With this chart, the statistician is able to interpret current condition figures in terms of yield per acre. The same procedure is used for other yield data such as bolls "safe" per plant, percent stand, date of first grown boll, and reported yield.

COMPARISON OF COTTON FORECASTS, ESTIMATES, AND FINAL GINNINGS, 1927 - 39
BALES (MILLIONS)



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Each yield and production estimate is based upon condition of the crop on the date for which the report is made, with the assumption that length of the growing season and conditions affecting yield will be normal to completion of the cotton harvest. Variations from one month to the next reflect the extent to which conditions affecting cotton yields have departed from normal.

COMPARISON OF COTTON FORECASTS, ESTIMATES, AND FINAL GINNINGS

YEAR	AUGUST 1	SEPTEMBER 1	OCTOBER 1	NOVEMBER 1	DEC. EST.	FINAL CENSUS
(In Thousands -- 500# Gross Weight Bales)						
1927	13,492	12,692	12,678	12,842	12,789	12,956
1928	14,291	14,439	13,993	14,133	14,373	14,478
1929	15,543	14,825	14,915	15,009	14,919	14,825
1930	14,362	14,340	14,486	14,438	14,243	13,932
1931	15,584	15,685	16,284	16,903	16,918	17,096
1932	11,306	11,310	11,425	11,947	12,727	13,002
1933	12,314	12,414	12,885	13,100	13,177	13,047
1934	9,195	9,252	9,443	9,634	9,731	9,637
1935	11,798	11,489	11,464	11,141	10,734	10,638
1936	12,481	11,121	11,609	12,400	12,407	12,399
1937	15,593	16,098	17,573	18,243	18,746	18,945
1938	11,988	11,825	12,212	12,137	12,008	11,944
1939	11,412	12,380	11,928	11,845	11,792	11,816

But the condition figures alone do not make an adequate allowance for boll weevil damage, many farmers leaving this hungry insect entirely out of their calculations when they size up their yield prospects. The statistician, however, must consider every known factor and an allowance is made, by appropriate statistical methods, for boll weevil damage.

Additional yield indications are obtained by counting the number of large bolls, small bolls, and blooms on the growing plants. Starting out on a selected route, the statistician makes counts on a 15-foot length of row in the first cotton field found upon entering a State or district. Thereafter, counts are made every 10 miles. Using this random sampling procedure, the same routes are followed each year at about the same time of year. Similar counts are made by a large number of cotton growers on their own farms and the results are mailed to the Crop Reporting Board on special forms. Like the results obtained by the crop meter, the boll counts are used in a relative way to compare prospective yields with those of the preceding year.

Another Yardstick -- Ginning Reports

But later on in the season, after October 1, the Crop Reporting Board begins to get a direct line on production wholly independent of data on acreage, condition, and yield per acre. Crop correspondents and ginners report their estimate of the percentage of the crop ginned to certain dates. When plotted on charts against the actual percentages ginned as shown by the Census reports, these estimates enable the Board to make a rather accurate determination of the percentage ginned to given dates. Converted to bales, this indication has been a valuable yardstick of total cotton production.

An additional clue as to cotton production is obtained from reporters' estimates of the number of bales their county will produce. This indication, in some States, has worked out very well.

After all of the evidence is in, the Crop Reporting Board--behind locked doors--prepares its forecast of cotton production. In preparing the cotton reports, the Cotton Reporting Board consists of five or more members, three of which are supervisory field statisticians from the Cotton Belt. According to law, these field statisticians must be "experienced in estimating cotton production and who have first-hand knowledge of the condition of the cotton crop based on recent field observations." A majority of the Board must also be familiar with the methods and practices of producing cotton.

All Rumors Dispelled

The report is released promptly at 11 a.m. By virtue of all the secrecy that goes into the preparation of the report, unscrupulous persons have no opportunity to profit by obtaining "inside" information. The Crop Reporting Board does not even know how large the crop will be until the day set for release, and guards posted at the door allow nobody to leave until 11 o'clock--with the exception of those who carry copies of the report to the release room under guard.

In New York, Chicago, and New Orleans, trading on the cotton exchanges stops a few minutes before the report comes through. After the official figures are received, the traders are given time to analyze the significance of the report as it pertains to their own operations. Trading is resumed at 11:15.

Trading is resumed but with this difference: all rumor has been dispelled. The boll weevil damage in Louisiana, the drought in Texas, and the unusually wet weather in Mississippi are all taken into account by the official figures. The stabilizing effect that accurate production reports have on prices is reflected back through all of the marketing processes.

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STORED GRAIN SUBJECT TO ATTACK BY WEEVILS

With the season's harvest of grain crops now almost completed and with a good portion of the grain likely to be stored on farms, J. M. Amos, assistant entomologist of the Delaware Agricultural Extension Service, sounds the timely warning that damage to farm-stored grain by weevils generally is caused by either the lack of proper cleaning of the bins, threshing and storing grain too high in moisture content, or to both of these conditions.

Well-dried grain, stored in a clean bin free from weevils rarely becomes infested with the usual granary weevils. Here are the precautions Amos suggests for farmers who plan to store grain on the farm:

First, remove odd lots of feed and grain in or near the bins to be used for new grain. New wheat to be stored on the farm should be threshed thoroughly dry. Avoid storing it on top of old wheat, or even in a bin adjoining old grain.

Second, thoroughly sweep out bins, including grain behind bin linings and between partitions. Then sweep hydrated lime into the floor cracks.

Third, where grain or grain fragments fill cracks and crevices, spray the floors and walls with deodorized kerosene, or with a 10 per cent solution of dormant spray oil. Do this at least two weeks before storing new grain.

When grain is found to be infested with weevils fumigate it without delay. The best fumigant to use in farm bins is carbon bisulfide at the rate of three pounds of the poisonous chemical to each 100 bushels of grain. If followed as suggested, these control measures will greatly reduce the chances of weevil damage later.

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We've heard a lot about marketing agreements, the FSCC, the Food Stamp plan -- and now we get a clear picture of the consolidation of these and other activities into one administrative organization, the Surplus Marketing Administration.--Editor.

THE NEW SURPLUS MARKETING ADMINISTRATION

By J. B. Hasselman

A new agency of the Department of Agriculture, the Surplus Marketing Administration, was established June 30, 1940, by the President's Reorganization Order No. 3.

Administrative functions and responsibilities of the Division of Marketing and Marketing Agreements of the Agricultural Adjustment Administration and of the Federal Surplus Commodities Corporation are consolidated in the new Administration. This means that the marketing agreement and surplus removal programs are now under the single administrative direction of the SMA.

The Division of Marketing and Marketing Agreements, as such, no longer exists. The Federal Surplus Commodities Corporation, however, is being continued because of its special authorizations and provisions. The corporate entity is being maintained and the officers of the Corporation will maintain their respective positions. The Federal Surplus Commodities Corporation, through its President, may at certain intervals delegate authority to employees of the Surplus Marketing Administration. All program administrative work will be done in the name of the SMA.

Milo Perkins, President of the Federal Surplus Commodities Corporation and former Associate Administrator of the Agricultural Adjustment Administration in charge of marketing agreement programs, is the Administrator of the SMA. E. W. Gaumnitz, former Director of the Division of Marketing and Marketing Agreements, and Philip F. Maguire, Executive Vice-President of the Federal Surplus Commodities Corporation, serve as Assistant Administrators. The following Divisions have been established to carry out the administrative work of the new agency:

<u>Title</u>	<u>Corresponding Old Title</u>
Fruit and Vegetable Division	General Crops Section*
Dairy Division	Dairy Section*
Poultry Division	Poultry Section*
Marketing Division	Marketing Section*
Field Investigation Division	Field Investigation Section*
Transportation Division	Transportation Section*
Distribution and Purchase Division	Purchase, Distribution, and Stamp Plan units of the FSCC

*Of the Division of Marketing and Marketing Agreements

In addition, Finance, Audit, Personnel, and Business Management Divisions are under the direct supervision of Mr. J. C. Foulis, Assistant to the Administrator.

There is a definite relationship between many of the marketing agreement and surplus removal programs, and they are frequently developed together. Consolidation of the work in the SMA is expected to make possible closer coordination and more efficient administration of these programs.

Marketing Agreements

The marketing agreement programs, first available in 1933 under the original Agricultural Adjustment Act, are now specifically authorized by the Agricultural Marketing Agreement Act of 1937 (Public No. 137). Basic authorization for the various surplus removal programs is provided by Section 32 of Public No. 320, enacted in 1935 and subsequently amended, and by related legislation.

The marketing agreement programs make it possible for producers, cooperating with each other and with the Government, to secure greater stability in the marketing of their products. At the end of the 1939-40 fiscal year, more than 40 different marketing agreements were in effect for milk and dairy products and for other commodities such as fruits, vegetables, nuts, and hops. Approximately 1,300,000 producers were affected directly by the operation of these programs. The various Divisions which administer marketing agreement programs also plan and develop many of the surplus removal activities which are carried out by other units of the Surplus Marketing Administration.

Distributing Surpluses

The surplus distribution programs of the SMA are designed primarily to remove part of the agricultural surpluses which depress producer prices. Funds available under the general authority of "Section 32" are used to finance these programs. Three general types of programs are carried out: export, new use and diversion, and domestic distribution.

Export programs, which have been in effect for wheat and cotton, and more recently corn, seek under certain conditions to hold a fair share of the world markets for United States producers. New use and diversion programs are directed to finding new outlets for surplus commodities, now or in the future.

The domestic distribution programs include: purchase of surpluses for direct distribution through State welfare agencies to eligible relief families and for use in free school lunches; low-cost milk programs operated in connection with milk marketing agreements in several cities; the Food and Cotton Stamp Plans, under which surplus commodities (food and cotton goods) are made available to relief families through normal channels of trade.

The Food Stamp Plan

The Food Stamp Plan, which was started in Rochester, New York, on May 16, 1939, had been extended to 130 areas throughout the country by the end of July. It was expected that additional designations would bring the number of food stamp areas up to a total of more than 150 for operation during the 1940-41 year. In cities and areas where the Food Stamp Plan is in operation, direct distribution is discontinued except for school lunch program activities. The direct distribution program is continued, however, in all other areas of the country. Continued expansion of the Food Stamp Plan will undoubtedly mean that an increasingly larger proportion of the surplus removal activities will be handled through this program.

The Cotton Stamp Plan is still in an experimental stage. At the end of July, four areas had been designated for a preliminary test of the program. Decisions on future expansion were to be made later.

The threatened loss of European markets for many agricultural commodities has increased the interest in domestic surplus distribution activities. Decisions regarding relative expansion of the different programs will, however, naturally depend upon the development of various factors.

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STATE-FEDERAL AGENCIES GIVE
HAY-GRAIN GRADING DEMONSTRATIONS

Fifteen grain and hay grading demonstrations were held recently in California by the State Bureau of Field Crops in cooperation with the office of Federal Grain Supervision of the Agricultural Marketing Service.

In the Sacramento Valley, the meetings were held at Lincoln, Marysville, Chico, Corning, Williams, Yolo, and Robbins, with one in the Fall River Valley. Two meetings were held in Marin County and three in San Joaquin Valley, one each at Los Banos, Tracy, and Manteca.

As near as field conditions would permit, a completely equipped modern grain inspection laboratory was set up at each place. Devices included a dockage tester, weight per bushel scale, a mechanical divider for splitting samples, a 1000 gram scale for weighing working samples, a small analytical scale, and a moisture meter.

Many samples of hay and grain already graded were on display showing the various grading factors. The programs consisted of discussion of the construction and application of the grain and hay standards, a demonstration of the grading equipment, and the actual grading of samples brought to the meetings by those in attendance.

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BAE SURVEYS TRAFFIC PROBLEMS IN CHICAGO'S SOUTH WATER MARKET

Traffic uses and abuses in Chicago's South Water Market have been the subject of a recent survey by the Bureau of Agricultural Economics in cooperation with the University of Illinois. Purpose of the survey has been to determine causes of the increasingly serious traffic problem in the produce district and to evolve some plan whereby the movement of traffic in the market area may be expedited.

Reporting the results of their survey the cooperating agencies say, "Obviously, the place to tackle the traffic problem is on this one-third of the vehicles which take up two-thirds of the time and space. These consist principally of two groups -- (1) trucks which are held in front of stores while their loads are sold; and (2) a relatively small percentage of the total number of buyers' trucks, which regularly and flagrantly abuse any reasonable parking or standing privileges in an area of such great activity and congestion."

Among the more pointed recommendations advanced as a result of the survey is: "Discontinuance of the practice of selling from trucks would, of course, involve some readjustments of methods and practices in the market. But any real improvement of traffic conditions in 15th Street can be accomplished only by making some effective changes in practices and regulations. As long as 25 to 40 percent of the parking space in front of stores is used continuously to sell from trucks, dealers will be delayed in getting supplies to their stores, and buyers will have difficulty in obtaining the supplies which they purchase at these stores. Buyers' vehicles cannot logically be required to 'move on' if there is no place to which they can move where they can conveniently load their purchases."

Factual material obtained in the survey, conclusions, and recommendations are included in a publication issued by the cooperating agencies under the title "Traffic Survey in the South Water Market, Chicago."

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EUROPEAN SPINNERS COMPLAIN OF STENCIL STAINS IN AMERICAN COTTON

Complaints of stencil stains in American cotton, and samples of the damaged lint, have been received in Washington by the Agricultural Marketing Service from European mill association representatives. Examination of the samples reveals that they were stained in the process of marking bales at compresses in this country.

The samples are being sent from Washington to the U. S. Cotton Ginning Laboratory at Stoneville, Mississippi, with instructions that cotton specialists there prepare recommendations for compress operators and ginnermen in order to eliminate this type of damage to American lint.

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VEGETABLE SEED GO UNDER
FEDERAL SEED ACT AUGUST 9

. By W. A. Davidson

Interstate shipments of vegetable seed are subject to the Federal Seed Act after August 9, 1940. After that date no person may lawfully ship vegetable seed from one State to another for seeding purposes unless each package is labeled or tagged to show kind and variety and the name and address of the shipper. The name of the consignee may be shown in lieu of that of the shipper provided a code designation approved by the Chief of the Agricultural Marketing Service is used to indicate the full name and address of the shipper. When a code designation is used, it shall appear on the label or container in clear and legible form.

If vegetable seed moving in interstate commerce is equal to or better than the germination standards established under the Act no germination need be shown on the package. Because of the variation in germination of different vegetable seed, the germination standards set a percentage figure for each kind designated under the Act. If the seed in any package or lot is below the percentage indicated in the standards, the information on the package shall include the words "below standard" clearly shown in type no smaller than 8 point. In addition, the percentage germination and the percentage of hard seed present must be shown. The percentage of hard seed may not be included in the percentage of germination given on the label.

Time Limit on Germination Tests

No more than 5 calendar months shall have elapsed between the last day of the month in which the germination test was completed and the date of transportation or delivery for transportation in interstate commerce. Information in addition to that required by the Act may also be shown on the label or container, providing such information is not misleading.

The following germination standards for vegetable seed in interstate commerce are determined and established under Section 403(c) of the Act:

<u>Name</u>	<u>Percent</u>	<u>Name</u>	<u>Percent</u>
Artichoke	60	Corn	75
Asparagus	70	Cress, garden	40
Beans (except lima)	80	Cress, water	25
Beans, lima	70	Cucumber	80
Beets	65	Dandelion	45
Broccoli	75	Eggplant	60
Brussels sprouts	70	Endive	70
Cabbage	75	Fetticus(cornsalad)	70
Carrot	55	Kale	75
Cauliflower	75	Kohlrabi	75
Celery and celeriac	55	Leek	60
Chicory	65	Lettuce	80
Citron	65	Muskmelon	75
Collards	80	Mustard	75

<u>Name</u>	<u>Percent</u>	<u>Name</u>	<u>Percent</u>
Okra	50	Salsify	75
Onion	70	Sorrel	60
Parsley	60	Spinach (except New	
Parsnip	60	Zealand)	60
Peas	80	Spinach, New Zealand	40
Pepper	55	Squash	75
Pumpkin	75	Swiss chard	65
Radish	75	Tomato	75
Rhubarb	60	Tomato, husk	50
Rutabaga	75	Turnip	80
		Watermelon	70

The percentage of hard seed when present is included in these standards.

For a copy of Service and Regulatory Announcements No. 156 containing the Federal Seed Act and the regulations and instructions thereunder write the Agricultural Marketing Service, United States Department of Agriculture, Washington, D. C., or the nearest Federal-State Seed Testing Laboratory. These laboratories are located at:

Columbia, Mo., College of Agri., 109 Waters Hall;
 Corvallis, Oregon, Agricultural Experiment Station;
 Montgomery, Ala., Department of Agriculture & Industries;
 Sacramento, Calif., State Office Bldg. No. 1, State Dept.
 of Agriculture;
 La Fayette, Ind., Agricultural Chemistry Bldg., Purdue University

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MODIFY IMPORT RULE ON MIXTURES OF WHITE, SUCKLING CLOVER SEEDS

Mixtures of white and suckling clover seeds may be imported after August 15, 1940, under an order issued July 25 by the Secretary of Agriculture. Under the Federal Seed Act of August 9, 1939, any seed containing more than 5 percent by weight of other kinds of seed of similar appearance is deemed to be adulterated and its importation is prohibited except where the Secretary of Agriculture advises and prescribes by order that the importation of such mixtures for planting is not detrimental to the user.

Because of the difficulty of obtaining suckling clover seed with less than 5 percent of white clover seed, importation of suckling clover seed was limited. The Secretary's order removes the import restriction and increases the available supply of suckling clover seed.

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LOUISIANA LEGISLATURE

ACTS ON MARKETING PROBLEMS

The recently adjourned Louisiana State Legislature passed a number of bills affecting standardization and marketing of the State's farm products. One Act provides a State Marketing Commission to create State-Federal grades for farm produce, fruits, and vegetables and to provide for inspections and classification. Another Act makes the inspection of watermelons optional with producers. A third provides \$10,500 to match Federal Smith-Doxey funds for the purpose of establishing a cotton classing office in Louisiana.

Both houses approved a bill requiring that uniform records be kept by purchasers and sellers of seed cotton, and legislation creating a Certified Seed Board to handle seed certification work throughout the State. They also approved a bill creating a State Warehouse Commission.

Other legislation requires manufacturers, pasteurizers, and distributors of milk to furnish bond or other security for the payment of all amounts due milk producers; exempts milk drinks from the Soft Drink tax; provides for a levy on all sweetpotatoes shipped for market, the levy to be used to create a sweetpotato advertising fund; and makes a levy of 2 cents per 100 pounds on rice (provided Texas and Arkansas enact similar legislation) to be used to create a rice advertising and development fund.

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EXTEND DEADLINE 10 to 15 DAYS FOR
FREE COTTON CLASSING APPLICATIONS

Extension of the time limit up to which applications for free classification of 1940 cotton may be filed by organized improvement groups has been announced by the Agricultural Marketing Service. Delayed planting in many areas and general lateness of the season account for the extension.

The deadline date for most of Mississippi Valley and the southeasterly States has been advanced from August 1 to August 15 and for the more northerly and westerly areas from August 15 to August 25.

It is expected that, if a Government loan is announced, the classification memorandum furnished to members of groups qualifying for the free classing service will be accepted for loan purposes and members will not have to pay an additional fee for classification.

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EXPORTATION OF TOBACCO SEED AND PLANTS is prohibited except for experimental purposes under an Act passed in the current session of Congress. Administration of the Act has been assigned to the Agricultural Marketing Service, and rules and regulations under which it is to be administered are in course of preparation.

APPROVE ALLOTMENTS FOR COTTON BALE BAGGING

The U. S. Department of Agriculture has announced approval of allotments to four cotton mills for the manufacture, sale, and delivery of 855,000 cotton "patterns," or bale covers. The program is designed to encourage the use of American grown cotton for this purpose. The Department recently extended its cotton bagging for cotton bales program for the fiscal year ending June 30, 1940. Payments of 25 cents per pattern will be made to participating manufacturers who make and sell the patterns to cotton producers, ginner, cottonseed oil mills, distributors of cotton bagging, or other eligible purchasers.

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CALIFORNIA HARDY PEAR ORDER

Distributors and growers of California Fresh Beurre Hardy Pears have been notified by the State Department of Agriculture of an Order issued to Establish Minimum Grade and Minimum Size Requirements for Hardy Pears shipped or distributed in intrastate commerce during the 1940-41 marketing season. Pressure testing of Hardy Pears to determine the maturity of the fruit has been added as a new requirement this season. The test has been used by the industry in past seasons but heretofore was not officially a part of the grade and size requirements.

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Inspection of Eastern Shore of Virginia tomatoes for cannery purposes has shown a marked increase during the last 3 years. In 1937 one canner was using inspection while this year there are 16 stations representing 7 large canners where official inspection is being used. In 1938, the Agricultural Marketing Service inspected 11,442 tons of tomatoes for Eastern Shore canners whereas this year's inspections may total close to 25,000 tons.

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A series of public meetings on proposals to promulgate under the United States Grain Standards Act the present U. S. standards for soybeans was held in Illinois and Ohio in late July. Through amendment to the Act, signed by the President on July 18, soybeans are now within the terms of the Act.

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APPLE MANUFACTURERS - THE USE OF APPLES IN CIDER MILLS, EVAPORATORS AND CANNERIES IN NEW YORK STATE, 1937-39, is the title of a mimeographed summary released in June by the Albany, New York, office of the Division of Agricultural Statistics in cooperation with the New York State Department of Agriculture and Markets. For copies of this publication, communicate with R. L. Gillett, senior agricultural statistician in charge of the Albany office, 20th Floor, State Office Building.

MARKET NEWS REPORTS ON WEST VIRGINIA LAMB AUCTIONS

Sales of graded lambs on the local auction markets and at cooperative sales in West Virginia are being reported under a cooperative agreement between the West Virginia Department of Agriculture and the Agricultural Marketing Service. Reports of the local sales will be sent by the State graders over commercial wires both to the State Department at Charleston and to the Washington office of the Agricultural Marketing Service.

The West Virginia State Department of Agriculture plans to distribute the information by radio over a State network of four stations, and to release to press wire associations serving West Virginia newspapers. From Washington, the information goes over leased wires to Richmond, Virginia, and Raleigh, North Carolina, for use by the State Divisions of Markets, and to the New York and Baltimore offices of the Livestock, Meat and Wool market news service.

The new service is being inaugurated this month to continue through the remainder of the marketing season for the main part of the West Virginia lamb crop which extends in most seasons from about July 1 to October 1. If the work is continued next year, it is planned to start the special reports about July 1 and to continue them until the end of the heavy lamb movement from West Virginia areas.

Lamb grading in West Virginia, on the basis of Federal grades, has expanded rapidly during the past 5 years. During the 1939 season, approximately 100,000 lambs were graded for West Virginia producers on the basis of the U. S. grade standards. Sales will be reported on officially graded lambs, and upon the basis of the U. S. standards.

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STUDY GARBAGE FEEDING OF HOGS

Recent inquiry by the Bureau of Agricultural Economics in cooperation with the Extension Service brings information to the effect that garbage feeders annually feeding over 100 head of hogs total more than 2,780. The States showing the largest number of such feeders are Indiana, 339; California, 325; Massachusetts, 315; New York, 272; Virginia, 145; New Jersey, 123; and Missouri, 103.

Reports from county agents indicate that more than 1 million hogs are garbage fed and marketed annually in the United States. Findings developed through the inquiry as to numbers of feeders, hogs fed, disposition of hogs, disease among garbage fed hogs, and general status of the industry are reported in mimeographed form. Copies of this report are available upon request to the Bureau of Agricultural Economics, U. S. Department of Agriculture, Washington, D. C.

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--PERTAINING TO MARKETING--

The following reports issued during July may be obtained upon request to the Agricultural Marketing Service, Washington, D. C.

The Consumer and the Standardization of Farm Products

Livestock Scales and Weighing

Carlot Unloads of Certain Fruits and Vegetables in 66 Cities and Imports in 4 Cities and Canada -- Calendar Year 1939

Texas Wheat, Estimated Acreage, Yield, and Production, 1927 Through 1938, by Counties

Sources of Heat for Cotton Drying, Miscellaneous Publication No. 385 (printed)

Farm Production and Income from Milk, by States, 1938-39

Farm Production, Farm Disposition, and Value of Potatoes--Crop Years 1937-1939, by States

Standards:

United States Standards for Grades of Canned Blackberries

Tentative Grades for Canned Carrots

United States Standards for Winter Pears

United States Standards for Summer and Fall Pears

Market Summaries:

North Carolina Potatoes, Season of 1940

Colorado Cauliflower, Green Peas, and Certain other Vegetables, Season of 1939

Imperial Valley Cantaloups, Season of 1940

Imperial Valley Watermelons, Season of 1940

Imperial Valley Carrots, Season of 1940

Mississippi Tomatoes, Season of 1940

Arizona Cantaloups, Season of 1940

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A cotton classing office has been opened at Victoria, Texas, in cooperation with organized cotton farmers of the area who are having their cotton classed under the Smith-Doxey Act. The organized farmers for whom the classer will handle cotton are supplying classing rooms, labor for handling all samples, and general office facilities. The classer is being provided by the Agricultural Marketing Service.

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